L Number	Hits	Search Text	DB	Time stamp
2	824686	(web or internet or network or (client adj3 server))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:43
3	1744	(insurance or insur$4 or underwrit$4) with (binding or binder or bind)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:45
4	274	((insurance or insur$4 or underwrit$4) with (binding or binder or bind)) and ((web or internet or network or (client adj3 server)))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:45
7	34	((insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4)) and ((web or internet or network or (client adj3 server)))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:46
5	3	((insurance or insur$4 or underwrit$4) with (binding or binder or bind)) and ((insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 12:40
8	9	((insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4)) and (binding or binder or bind$2)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 12:45
1	79	(insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 12:49
-	46	insurance)with(renew or renew$5	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/01/13 17:21
-	179	705/4.ccls.	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/01/13 17:22
considered all	17	705/4.ccls. and (renew or renew$4)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/01/13 17:22

L Number	Hits	Search Text	DB	Time stamp
-	46	insurance)with(renew or renew$5	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/01/13 17:21
-	179	705/4.ccls.	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/01/13 17:22
-	17	705/4.ccls. and (renew or renew$4)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/01/13 17:22
-	824686	(web or internet or network or (client adj3 server))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:43
-	1744	(insurance or insur$4 or underwrit$4) with (binding or binder or bind)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:45
-	274	((insurance or insur$4 or underwrit$4) with (binding or binder or bind)) and ((web or internet or network or (client adj3 server)))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:45
-	34	((insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4)) and ((web or internet or network or (client adj3 server)))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 10:46
-	3	((insurance or insur$4 or underwrit$4) with (binding or binder or bind)) and ((insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4))	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 12:40
-	9	((insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4)) and (binding or binder or bind$2)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 12:45
-	79	(insurance or insurS4 or policy or underwrit$4) with (renew$4 or renewal or reestablish$4)	USPAT; EPO; JPO; DERWENT; IBM_TDB	2003/04/02 12:49

Considered all

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s (insurance or insur???) (8W) (renew or renewal or renewing or renew??)
           98379  INSURANCE
           42772  INSUR???
            3002  RENEW
            3366  RENEWAL
            1105  RENEWING
           12460  RENEW??
      S1     415  (INSURANCE OR INSUR???) (8W) (RENEW OR RENEWAL OR
                  RENEWING OR RENEW??)
?s (web or internet or network or (client (w) server)
>>>Unmatched parentheses
?s (web or Internet or network or (client (w) server))
           14128  WEB
           18993  INTERNET
           41625  NETWORK
           12902  CLIENT
            2120  SERVER
             960  CLIENT(W)SERVER
      S2   61632  (WEB OR INTERNET OR NETWORK OR (CLIENT (W) SERVER))
?s (insurance or insur??) (8W) (binding or bind or bind??)
           98379  INSURANCE
           29536  INSUR??
            2962  BINDING
             939  BIND
            1343  BIND??
      S3      65  (INSURANCE OR INSUR??) (8W) (BINDING OR BIND OR BIND??)
?s s1 and s2
             415  S1
           61632  S2
      S4      20  S1 AND S2
?s s2 and s3
           61632  S2
              65  S3
      S5      12  S2 AND S3
?s s1 and s3
             415  S1
              65  S3
      S6       2  S1 AND S3
?s (insurance or insur????)(8w) (binding or bind or bind??)
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          105431  INSUR????
            2962  BINDING
             939  BIND
            1343  BIND??
      S7      74  (INSURANCE OR INSUR????)(8W) (BINDING OR BIND OR BIND??)
?s s1 and s7
             415  S1
              74  S7
      S8       3  S1 AND S7
?s s2 and s7
           61632  S2
              74  S7
      S9      13  S2 AND S7
?rd
>>>Duplicate detection is not supported for File 625.

>>>Records from unsupported files will be retained in the RD set.
...completed examining records
     S10      13  RD (unique items)
?s s8 not(pd>20000825)
               3  S8
           39057  PD>20000825
     S11 [redacted]825)          consulted all
?s s9 not [redacted]
              13  S9
           39057  PD>20000825
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S12 10 S9 NOT (PD>20000825) Coundred all
?s s4 not (pd>20000825)
20 S4
39057 PD>20000825
S13 14 S4 NOT (PD>20000825) counted all
?t s11/full/1-3

11/9/1 (Item 1 from file: 637)
DIALOG(R)File 637:Journal of Commerce

It's time to zero in on year 2000 glitch
JOURNAL OF COMMERCE (JC) - November 25, 1997
By: MARGO D. BELLER JOURNAL OF COMMERCE STAFF
Edition: Five Star Section: INS Page: 11A
Word Count: 496

TEXT:
NEW YORK - The millennium is near. Get out your checkbook.

The inability of a computer to read the "00" in its calendar as 2000 rather than 1900 will cost companies millions to correct, said Lisa J. Greene, an attorney with LeBoeuf, Lamb, Greene & MacRae in New York.

It can also put **insurers** in a **bind** , as their clients seek indemnification from lawsuits, and their reinsurers exert pressure to put year 2000 exclusions in their contracts, Ms. Greene told APIW, an insurance association based in New York.

This will touch all of our lives by the turn of the century" and affect everything from the elevators that could shut down on Jan. 1, 2000, to the banks that refuse to accept ATM or credit cards with "00" expiration dates, she said.

But on the business level, the ones most at risk are the midsize companies that have bought sophisticated information-technology systems but don't have the resources of major corporations to fix the potential "00" problem.

If your company hasn't begun correcting its hardware and software systems, you may have waited too long, said Ms. Greene.

"It is late in the game to make these changes, and those hired to make corrections will make a lot of money," she said.

Worse, these midsize companies could be vulnerable to rate increases and capacity shortages if **insurers** pull back or don't **renew** their insurance coverage, Ms. Greene said.

The insurers, meanwhile, have their own problems, Ms. Greene said. They will have to update their computer systems while bracing for potential product liability and business interruption claims as well as directors and officers liability claims from insureds facing lawsuits from their own angry customers.

Ms. Greene said Insurance Services Office in New York is working on sample year 2000 exclusion language that, if approved by regulators, companies could use.

That might be necessary, since some reinsurers are considering drafting their own coverage exclusions for their insurers that they think will be inundated with liability claims, she said.

What can be done? Check with the manufacturer of your current computer systems and software to see if the problem has already been addressed.

If not, she said, consider updating your equipment. It can be cheaper

than hiring a programmer to survey and correct your computer.

"Unfortunately there is no "quick fix,' " she said when a member of the audience asked if the IBMs and Microsofts of the world were working together on a solution to the problem. Each software package and computer system has different coding, requiring different types of changes.

Ms. Greene said insurers have the additional burden of scanning the language of their policies to make sure they can't be used to pay for something not covered. Future policies can be rewritten, deductibles can be increased or exclusions for year 2000 problems can be put in the policy.

She noted, however, that some insurers are providing coverage for year 2000-related liability claims, which would balance out the effects of any exclusions.

DESCRIPTORS: INSURANCE; TECHNOLOGY; COMPUTER; INFORMATION; FINANCIAL; BANKING
COMPANY NAMES (DIALOG GENERATED): Insurance Services Office

11/9/2 (Item 2 from file: 637)
DIALOG(R)File 637:Journal of Commerce

Auto insurance bill stalls in New Jersey; Peer review at issue in cost-cutting plan
JOURNAL OF COMMERCE (JC) - June 09, 1997
By: MARGO D. BELLER JOURNAL OF COMMERCE STAFF
Edition: Five Star Section: INS Page: 8A
Word Count: 504

MEMO:
Insurers and lawyers at odds

State Senate to review issue, evaluate need for oversight authority; other states move measures ahead.

TEXT:
New Jersey Gov. Christie Whitman's plan to cut auto premiums for drivers by enacting measures that will help insurance companies cut costs failed to make it out of committee last week.

The bill, sponsored by Gerald Cardinale, R-Demarest, chairman of the Senate Commerce Committee, ran into some rough going in the committee over peer review. That provision creates an organization to determine the need for medical treatment in auto-related claims.

Donald Cleasby, senior counsel for the National Association of Independent Insurers, said Friday the state's trial lawyers are opposed to the provision because the board of medical professionals would assure "fair, quick and less costly" legal settlements.

Insurers support peer review for just that reason.

They also support provisions that allow **insurers** to non- **renew** drivers convicted of fraud, he said.

"We feel it is essential or else you gut any meaningful reform," Mr. Cleasby said.

The Senate Commerce Committee will try again Wednesday.

The Assembly version of the bill, which is slightly different from the Senate's, is before the Assembly Banking and Insurance Committee today.

Insurers fared better in Ohio, where Gov. George V. Voinovich last week passed legislation revising the state's uninsured/underinsured motorists coverage law.

The law clarifies ambiguities created by the Ohio Supreme Court as a way of cutting back on the number of persons suing insurance companies, said Patricia Holden, assistant vice president of the American Insurance Association.

Because of those rulings, "virtually any uninsured/underinsured motorists' insurance policy provision not specifically authorized by statute is challenged" in court, she said.

Under the new law, among other provisions, uninsured motorist coverage applies to accidents involving police and fire department vehicles that cause injury to an innocent person while responding to an emergency.

It also clarifies that uninsured/underinsured coverage limits selected by a named insured also applies to other insureds, and that a rejection of this coverage put in writing and signed by the **insured** is **binding** on all insureds.

Meanwhile, in Nebraska, Gov. E. Benjamin Nelson is expected to allow a bill eliminating the state's second injury fund to become law.

Unless the governor vetoes L.B. 854 this week, it will be approved automatically.

The fund was created in 1947 to encourage employers to hired injured war veterans entering the work force.

The bill, passed by the Legislature last week, streamlines the state's workers compensation system. Individuals who qualify for the fund before Dec. 1 and those being paid from the fund at present will continue to receive benefits.

Workers compensation reform was also on the mind of Oklahoma legislators. A House-Senate conference committee combined three reform bills into one, sent it to Gov. Frank Keating and adjourned.

Insurers oppose the amended bill because some cost-cutting provisions are gone, including a limit on permanent partial disability benefits for workplace sprains and strains.

The bill is automatically vetoed unless Gov. Keating signs it within 15 days.insurance auto legislation new jersey financial us
COMPANY NAMES (DIALOG GENERATED): American Insurance Association ; Assembly Banking and Insurance Committee ; Senate Commerce Committee

11/9/3 (Item 3 from file: 637)
DIALOG(R)File 637:Journal of Commerce

L'AMBIANCE LOST COVERBEFORE BUILDING COLLAPSED
JOURNAL OF COMMERCE (JC) - MONDAY April 11, 1988
By: (AP)
Edition: FIVE STAR Section: INSURANCE Page: 9A
Word Count: 336

TEXT:
HARTFORD, Conn. - A North Carolina-based **insurance** company decided not to **renew** general liability coverage for the general contractor of L'Ambiance Plaza four months before the partially completed building collapsed April 23, 1987.

The $2 million coverage for the general contractor, TPMI-Macomber, a

CAPTION:
First of Two Parts

TEXT:
As the barriers fall to providing insurance services, banks are beginning to develop insurance programs. Often these are developed through partnerships with insurers.

It is hard to overstate the importance of finding the right insurer to partner with. Without the right partner, failure is inevitable.

That failure can take two forms:

The program will be very small and not benefit your customers or your institution.

The program will be unprofitable for the insurer, whose reactions-which can include large rate increases, nonrenewal increases, and a pullout that leaves you to find a new insurer-will anger your customers.

Insurance markets vary widely with the needs of different insureds. And each target group of bank customers will include a different insurance market.

Credit card customers, for example, will represent a different market from those with big CDs and big money market accounts. The personal-auto needs of those two groups differ.

Similarly, the insurance needs of checking customers differ from those of people with jumbo mortgages. They need different sorts of homeowners policies, pricing, underwriting, and claims-handling.

Your insurance partner needs to understand and have expertise in your target market. For example, an insurer that specializes in writing insurance for 1,000-square-foot homes will have difficulty underwriting and pricing the fine arts, jewelry, and other expensive personal articles owned by your jumbo mortgage customers.

Therefore it is essential that the insurer understand and have experience in the bank's markets.

Distribution systems generally fall into one of three categories: independent agents, exclusive agents, and direct marketing. The bank must ensure that it is not caught in competing distribution systems.

For example, an agent representing the insurer might be located near a bank branch where a representative is selling the same insurer's policies. Unhealthy competition could ensue. A potential insured might get a quote from the agent and, not liking it, go to the bank with different information (like forgetting about a 16-year-old son) to get a lower rate.

Also, if the bank is using a direct marketing system and the insurer has competing agents, the insurer will begin to see difficulty in relationships with the agents. Eventually the insurer will have to make a choice-the agents or bank. Chances are agents will win.

Insurers need to be able to manage the distribution systems. For example, an insurer might arrange to have the agent work with the bank and then might take special care to control expenses.

Another arrangement is to have the distribution systems serve different markets. For example, the insurer might use agents to serve one region and the bank another region. Alternatively, a multiple-lines insurer might use agents for commercial accounts and the bank for personal lines. Whatever the case, the distribution systems need to be coordinated so that they are not stepping on each other's toes.

Another aspect of distribution systems is which to use.

A number of banks have purchased independent agencies. The independent agency system includes insurance agents who represent more than one insurer. In essence these agents shop among insurers and then place the customer's business with the one offering the best fit.

Eventually, banks may find this system unrewarding. Also, commissions are relatively high, so it is hard for an insurer to provide competitively priced products. And insurers that aren't an agency's first choice for the most profitable business will probably lose money.

The exclusive-agent approach is more popular. In one variation, insurer or bank employees sell insurance exclusively through the bank branch **network** . Alternatively, the agent is an employee of the insurer who accepts
referrals from the bank. Whatever the agreement, an individual meets

physically with the insured and sells and services the policy, but represents only that insurer.

This system costs less than the independent agency system and avoids the situation where insurers have to either be first or lose.

An exclusive-agency system permits insurers to meet with and understand potential customers. This allows for the development of personal relationships that can be used to cross-sell. Also,personally selling insurance can help control fraud and "rate-jumping"-the practice of misrepresenting personal information to avoid a high insurance rate.

Direct marketing, by telephone or direct mail, is the fastest-growing method of selling personal lines of insurance. Representatives paid on a salary basis, not commissions, take inbound calls to process **insurance** quotes, **bind** coverage, and handle policy changes.

The start-up costs are high, but over the long term direct marketing can be extraordinarily efficient. Direct-market insurers have expense ratios (expenses as a percentage of premiums) 5 to 10 percentage points lower than exclusive agency companies, and usually 10 points or more below those independent agency companies.

But direct marketing has its drawbacks. It is harder to prevent fraud and rate-jumping, and the benefit of "front-line underwriting" by an agent is largely lost.

12/9/3 (Item 3 from file: 625)

DIALOG(R)File 625:American Banker Publications

0051205

'Whacking Big Profit' for Scottish Bank

American Banker - April 15, 1986; Pg. 16; Vol. 151, No. 74
DATELINE: EDINBURGH
ARTICLE TYPE: News
WORD COUNT: 1,059

BYLINE:
By PHIL ZINKEWICZ

TEXT:

The Bank of Scotland will celebrate the 15th anniversary of its insurance operation this year - and the bank has a lot to celebrate.

"Since our beginnings," said managing director John R.D. Moore, "our commission earnings from insurance operations have increased from 75,000 pounds to 5.5. million pounds (from about $111,000 to about $8.14 million). Our direct expenses are 12.5%, so that leaves for us a whacking big profit."

The Bank of Scotland sells property/ casualty and employee benefits coverages to small businesses, and all types of retail coverage to individuals. It also offers individual financial and pension planning services.

"Practical advice is available on all aspects of insurance relating to both personal and business matters," states one of the bank's insurance brochures.

Coverage is marketed at branches, by mail, and by telephone. But the operation depends heavily on sophisticated technology.

"We do everything on our mainframe computer," Mr. Moore said in a recent interview, "so we can increase our commissions at the lowest expense. Our goal is to become a full financial services market for the masses."

The bank was the first to introduce direct debit of customer accounts for insurance premium payments.

"We have special arrangements with insurers, whereby they will accept

monthly installments (on premiums) at no extra charge to our client," said Mr. Moore. Normally, an insurer would impose an extra charge accepting premiums on a monthly rather than an annual basis.

The bank's customers can also choose to have their coverage indexed to a predetermined inflation factor, which will automatically increase the insurance and the premium.

The first U.K. bank to have launched a national home banking **network** , the Bank of Scotland is still the only clearing bank in the United Kingdom to operate its own mainframe computer **network** , he said.

Many insurance industry people think the Bank of Scotland is far and away the leading financial institution in insurance in the United Kingdom. In fact, a few of them mistakenly believe the bank has started underwriting automobile insurance, in addition to acting as broker for all types of retail coverage.

"We have considered our own insurance company," concedes Mr. Moore, "but at the moment, we're making enough from commissions."

The mistaken assumption is understandable. Although the bank is passing its customers' risks to several big insurance companies, it issues its own insurance policies, which display the Bank of Scotland's name in much larger print than the insurer's.

As a broker, the Bank of Scotland gathers all the necessary information for **insurance** companies and has authority to **bind** them to risks.

Branch Managers Once Held Sway

"Very often, the insurance company doesn't even know who it's insuring until the claim is presented," said Mr. Moore.

The Bank of Scotland was also the first U.K. bank to sell credit-related coverages, introduced only after it was firmly established as a broker of general insurance.

Before the bank focused attention on the potential profits in insurance 15 years ago, the area had been a minimal part of its operations.

The bank's branch managers were allowed to act as brokers in a private capacity. Mr. Moore said it soon became apparent to the bank's leadership that some of these branch managers were making more on commissions as brokers than on their salaries as branch managers - sometimes as much as five times more.

"It even reached the point where some of them were refusing promotional opportunities because the loss of commissions would be financially detrimental," he said.

"In 1971, the bank took over the independent agencies handled by these managers, so it could increase services to clients and reap the commissions" for the bank itself.

Although some branch managers had clearly been enterprising insurance salesmen when it was a personal sideline, not all of them proved enthusiastic salesmen for the bank. "In the early years, we saw we were making money despite bank branch managers' attitude," said Mr. Moore. "They were almost resentful to move away from banking into sales."

By 1976, the bank was faced with a decision. Should it continue to concentrate on selling insurance to the public, or move, as other U.K. banks and most insurers were doing, to concentrating on selling to corporations?

The temptation to get into commercial insurance must have been strong,

considering the commissions that could be made on high-premium corporate coverages. But according to Mr. Moore, the Bank of Scotland anticipated the soft insurance market that was to begin in 1979 and stretch into 1985.

"We decided that going into the corporate setting would eventually be less profitable and a great deal more competitive. That business can be extremely cutthroat and expensive to pursue," he said.

"We made the decision to diversify within the personal lines area. We moved into the area of credit-linked products for all forms of lending."

Not Interested in U.S. Market

The bank continues to concentrate on technological innovation.

"Despite the growth of our insurance operations to date, we are really moving only from first to second gear," said Mr. Moore. "We in this generation find computers difficult to deal with, but the buyers of financial products in the not very distant future will be more comfortable with them.

"We look forward to the day when our clients can complete all their financial transactions with the bank, including insurance purchases, by merely turning on a television set and choosing from the options available on the screen."

Unlike other U.K. banks, the Bank of Scotland does not see the United States as a potential area of expansion. Even if current legislative barriers to bank involvement in insurance were lifted, Mr. Moore does not see the United States as a particularly attractive market.

"The U.S. is probably one of the last places we would go," he said. "It is a volatile and highly competitive market, and even if restrictions against banks are loosened, there are sufficient entrepreneurial interests in the United States to satisfy insurance buyers' needs.

"There are other areas of the world, such as China, Japan, and Russia, where there are massive populations which are unbanked and underinsured. We believe it is in those areas that the scope of profit opportunities is wider."

COMPANY NAMES (DIALOG GENERATED): Bank of Scotland ; Moore ; U S Market

12/9/4 (Item 1 from file: 637)
DIALOG(R)File 637:Journal of Commerce

Agents can go online for Reliance quotes
JOURNAL OF COMMERCE (JC) - April 11, 2000
Edition: Five Star Section: INS Page: 10
Word Count: 111

MEMO:
BRIEFS

TEXT:
NEW YORK - Reliance has introduced eBOP, which enables insurance agents to obtain price quotes and bind commercial property and liability coverage online in minutes.

eBOP is a business owner's policy, a package of property insurance and general liability insurance coverages tailored for small businesses.

It is the third product offered by Reliance that incorporates the **Internet** . The others are CyberComp for workers compensation insurance and Umbrella Online.

CyberComp generated $146 million in gross premiums written, up from $81 million in 1998. It is online in 43 states.

Umbrella Online enables approved producers to obtain quotes and bind small commercial umbrella insurance policies via the **Internet** . It is currently available in 42 states.

DESCRIPTORS: INSURANCE; US; COMPUTER; **INTERNET** ; RATE; RELIANCE; AGENCY
COMPANY NAMES (DIALOG GENERATED): Umbrella Online

12/9/5 (Item 2 from file: 637)
DIALOG(R)File 637:Journal of Commerce

Insurers take to the Net to offer commercial lines
JOURNAL OF COMMERCE (JC) - February 11, 2000
By: RON LENT P.T. Bangsberg can be reached at 011-632-526-2432 or mercury@worldroom.com Ron Lent can be reached at (415) 479-5941 or writeron@aol.com
Edition: Five Star Section: INS Page: 10
Word Count: 693

MEMO:
PROPERTY/CASUALTY

TEXT:
What once was a market for personal insurance only, the **Internet** has now been discovered by insurers selling commercial lines.

The newest to enter the field is e-Insurance Systems of Woodland Hills, Calif. It has set up a **Web** site (www.einsurancesystems.com) to handle total electronic commercial property/casualty insurance transactions for independent agents, brokers and insurance companies. The firm expects to be going online with automated policy application submissions in March.
Then, over the next several months, e- **Insurance** System will phase in tools for quoting, **binding** and issuing policies, said e-Insurance Systems Owner-President David Thorson, who founded the company about a year ago.

He said an agent or broker who uses the **Web** site only pays for specific transactions that result in a policy. "Other companies (on the **Internet**) charge for access, maintenance and upgrades," he said. "In addition, most **Internet** insurance facilities don't offer multiple insurance company choices like we do."

Thorson acknowledged that there are a half-dozen other insurance firms that handle insurance transactions on the **Internet** .

But Thorson said his company is different from its competitors. The e-Insurance Systems approach "helps keep down the overhead of agents and brokers, insurance companies, and the insureds," said Thorson who then cited another key difference.

"We have a broader array of coverages than most other insurance firms using the Worldwide **Web** to market coverages. Others tend to only offer one or two coverages, and most concentrate on personal lines. We intend to be one of the few **Internet** **insurance** firms that arrange the entire process quoting **binding** and issuing policies for a number of commercial lines products."

Thorson's immediate goals include signing up 10,000 brokers by March. "We're well on our way towards achieving that objective," he said.

e-Insurance Systems faces stiff competition from a whole host of

Internet players, including Reliance National Insurance Co. of New York in workers comp and commercial umbrellas for small firms; American International Group of New York in various commercial lines; and Atlantic Mutual Insurance Co. of Madison, N.J., which sells an array of commercial lines products, including general liability and errors and omissions liability.

Also, the Independent Insurance Agents of America soon is expecting to launch an **Internet** vehicle for selling various coverages.

"IIAA and its state associations are working to put together an **Internet** vehicle that would enable our members to access a broad array of coverages," said Jeff Yates, IIAA's chief executive officer for Industry and State Relations, in Alexandria, Va.

Yates described the emergence of e-Insurance Systems as "a positive" because it will be doing business with independent agents. As a result, he said, "Businesses and their risk managers get the advice and advocacy of the agents as well as the efficiency of an **Internet** solution."

A number of companies have signed up to handle the underwriting of the proposals for commercial insurance sent to e-Insurance Systems, including Reliance National, Zurich U.S. of Schaumburg, Ill., CNA of Chicago and about a dozen other independent agency companies to underwrite various coverages.

The e-Insurance Systems product line features general liability, umbrellas/excess casualty, commercial auto, garage liability, property, crime/fiduciary liability, and workers' compensation.

e-Insurance System's new venture offers another way for Reliance National "to market our products," said Tom Krauss, vice president of marketing for Reliance National. Krauss believes that e-Insurance Systems will "open more sales opportunities for our program administrators, brokers and our independent agents."

Reliance National initially looks to use e-Insurance Systems for electronic submissions involving petrochemical accounts looking for general liability, auto liability, property and workers comp.

"At the outset," said Krauss, "we expect that small-to-midsize accounts would be the underwriting staple, but eventually we expect national accounts to be part of that mix."

The e-commerce venture with Thorson's firm would represent Reliance National's third foray in e-commerce commercial lines. Reliance National quotes and binds workers comp policies (www.cybercomp.com) and commercial umbrellas (www.umbrellaonline.com). "With CyberComp and Umbrella Online, we enable agents to get quotes and bind coverage online for small businesses."

"e-Insurance Systems affords us the opportunity to work with an **Internet** vendor to reach a wider universe of insurance buyers who are embracing point-and-click tools to purchase goods and services," Krauss said.

DESCRIPTORS: INSURANCE; US; TRADE; COMPUTER; **INTERNET** ; LIABILITY; COMPETITION; E-INSURANCE SYSTEMS; RELIANCE NATIONAL INSURANCE
COMPANY NAMES (DIALOG GENERATED): American International Group ; Atlantic Mutual Insurance Co ; Industry ; Insurance Systems ; IIAA ; Reliance National Insurance Co ; State Relations ; Umbrella Online

12/9/6 (Item 3 from file: 637)
DIALOG(R)File 637:Journal of Commerce

Reliance Group offers price quotes online
JOURNAL OF COMMERCE (JC) - December 07, 1999
Edition: Five Star Section: INS Page: 20
Word Count: 50

MEMO:
BRIEFS

TEXT:
NEW YORK - Reliance National's Umbrella OnLine enables **insurance** agents and brokers to obtain price quotes and **bind** umbrella policies for small businesses via the **Internet** .

Umbrella OnLine provides coverage in excess of primary insurance, including commercial general liability, automobile liability and employer's liability.

For more information, call Lorraine Seib, (212) 858-3655.

DESCRIPTORS: INSURANCE; US; PRICE; COMPUTER; INTGERNET; RELIANCE ATIONAL

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High-tech companies can seek out cover on the Internet
JOURNAL OF COMMERCE (JC) - october 13, 1998
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TEXT:
SEATTLE - Atlantic Mutual Cos. and Kibble & Prentice have launched an online facility to provide business insurance for the high-tech industry in Washington.

Start-up and small companies can find coverage at http://www.insurepoint.com. InsurePoint exclusively focuses on providing business insurance coverage and specialized resources for new and growing technology companies via the **Internet** .

"We have empowered business owners to identify a quality **insurance** carrier and agent, obtain the premium, and secure **binding** coverage all in a matter of 48 hours thanks to the magic of e-commerce," stated Rob Davidson, co-founder of InsurePoint. "What traditionally has taken place in as many as three to four weeks can now be done in less than two days." Atlantic Mutual underwrites the coverage offered on the site, including property, general liability, and errors and omissions for small businesses. Several insurance-related links and resources are also available on the site.

Gregor Hodgson, vice president of Kibble & Prentice said, "Often, smaller high-tech companies are faced with choosing between expensive, customized coverage forms or inadequate protection from standard policies; InsurePoint provides a turnkey solution for many high-tech companies."

InsurePoint marks a radical shift in those practices used in the business insurance industry. InsurePoint is changing the perception of the insurance industry at-large through the innovative use of technology and the ease-of-use of its **Web** site. InsurePoint cuts the application process from hours to minutes and the whole process of buying insurance from weeks to just a few days.

"We're excited about bringing the InsurePoint service to Washington businesses in tandem with the technology insurance experts at Kibble &

binding regulatory power to have all insolvencies, including single-state insolvencies reported to us," said NAIC communications specialist Kevin Hennosy.

Mr. Hennosy said 44 multistate insurers failed in 1989, 31 insurers failed in 1988, and 24 were insolvent in 1987.

"The reporter for CNN had a story he wanted to tell before he was familiar with the association," Mr. Hennosy said.

FRANCE'S SCOR SETS UP

SINGAPORE SUBSIDIARY

PARIS - French reinsurer Groupe Scor SA has transformed its Singapore representative office into a subsidiary. The new subsidiary has been capitalized at $10 million, and will report a projected premium income next year of $8 million, a Scor statement said.

Scor Reassurance Far East Pte Ltd., which has absorbed the local agency UAP-Re, is in charge of operations in Singapore, Indonesia, Malaysia and Brunei.

UAP-Re became part of the group with last year's merger of Scor and the reinsurance activities of France's leading insurer Unions des Assurances de Paris. Scor Re (Asia) Ltd., the Hong Kong subsidiary, is still in charge of operations on the local market, the Japanese representative office and all other Asian countries. The two companies are wholly-owned by the Scor Pacific holding company.

AUSTRALIAN INSURER

PLANS TO ISSUE SHARES

MELBOURNE - National Mutual Life Association of Australasia Ltd. said last Friday that it intends to issue shares and resume control of the National Mutual Royal Bank Ltd. from the ANZ Banking Group Ltd.

The move follows Treasurer Paul Keating's decision on Wednesday to block a planned super merger between the ANZ and National Mutual that entailed the ANZ paying $A3.4 billion (A$.7626 equals US$1) for 51 percent of the life office.

As part of the marriage the ANZ bought NMRB for $400 million from National Mutual, Australia's second-largest life office, and the Royal Bank of Canada on April 2.

Eric Mayer, National Mutual's managing director, said in a statement it would take back NMRB and "Use it as the core of a new banking strategy yet to be developed."

"The strategy may include listing the bank, developing an association with another bank, or banks, or a mixture of these," he said.

INVESTMENT PROFITS RISE

FOR JAPANESE INSURERS

TOKYO - Investment profits by Japan's five major non- life insurance companies rose by 27 percent to 640.5 billion yen for the fiscal year ended March 31, 1990, compared with 505.7 billion yen a year earlier, according to reports issued by the insurers.

Their average investment yield during fiscal 1989 was 5.76 percent, up from 5.47 percent the previous year, they said.

The sharp rise in their profits mainly stemmed from investments in foreign-denominated securities, particularly in U.S. Treasuries and loans

to enterprises, industry sources said.

Total assets held by Japan's 24 non-life insurers was 23.39 trillion yen as of the end of February 1990, up from 20.16 trillion a year earlier. The assets of only 23 companies were included in the previous year's figure.

The proportion of investment in foreign securities of total assets rose to 11.91 percent as of the end of fiscal 1989, up from 10.66 percent a year earlier, said a report by the Marine and Fire Insurance Association of Japan.

DESCRIPTORS: INSURANCE
COMPANY NAMES (DIALOG GENERATED): ANZ Banking Group Ltd ; Cable News **Network** ; Fire Insurance Association of Japan ; Groupe Scor SA ; MELBOURNE National Mutual Life Association of Australasia Ltd ; National Association of Insurance Commissioners ; National Mutual Royal Bank Ltd ; NAIC ; Royal Bank of Canada ; Scor Re ; Scor Reassurance Far East Pte ; TOKYO Investment ; UAP Re

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